

Message Text

CONFIDENTIAL

PAGE 01 SAN JO 02401 022334Z POSS DUPE
ACTION ARA-14

INFO OCT-01 ISO-00 L-03 COME-00 EB-08 JUSE-00 AID-05
CIAE-00 INR-10 NSAE-00 /041 W
-----060532 030031Z /64

P R 022257Z JUN 78
FM AMEMBASSY SAN JOSE
TO SECSTATE WASHDC PRIORITY 1293
IUNFO RUEHME/AMEMBASSY MEXICO 3299
AMEMBASSY GUATEMALA
AMEMBASSY TEGUCIGALPA
AMEMBASSY SAN SALVADOR
AMEMBASSY MANAGUA

C O N F I D E N T I A L SAN JOSE 2401

MEXICO FOR LEGATT

E.O.11652: GDS
TAGS: PGOV, PINT, CS
SUBJECT: PRIVATE US CONSULTANTS OFFER GOCR US ASSISTANCE

1. SUMMARY: REPRESENTATIVES OF A US "CONSULTING" FIRM HAVE
APPROACHED GOCR OFFERING, FOR A FEE, TO OBTAIN ANY USG ASSIS-

TANCE THAT NEW GOVERNMENT WANTS OR NEEDS. EMBASSY REQUESTS
INFORMATION ON FIRM AND INDIVIDUALS TO BE ABLE TO RESPOND TO
HIGH-LEVEL GOCR INQUIRIES ABOUT HOW USG DOES AND DOES NOT CON-
DUCT BUSINESS IN SMALL COUNTRIES LIKE COSTA RICA. END SUMMARY

2. EMBASSY HAS BEEN CONTACTED SEPARATELY BY THREE HIGH-LEVEL
FIGURES IN CARAZO GOVERNMENT, INCLUDING THE MINISTER OF
ECONOMY, TO INQUIRE ABOUT BONAFIDES OF TWO AMERICAN BUSINESS-
MEN WHO ARE OFFERING THE SERVICES OF A US "CONSULTANT" TO

OBTAIN USG ASSISTANCE FOR THE NEW GOVERNMENT. ACCORDING TO
THESE REPORTS, RECEIVED OVER PAST FEW DAYS BY EMBOFFS,
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 SAN JO 02401 022334Z POSS DUPE

A MR. JORGE OLIVA AND A MR. CARLOS MORA, PRESIDENT AND
SECRETARY RESPECTIVELY OF MILIVER CORPORATION (8754 SW
12TH STREET, APT. 102, MIAMI, 226-0466 AND 649-8557)
ARE REPRESENTING THE FIRM BROWN AND PINCUS ASSOCIATES,
INTERNATIONAL DEVELOPMENT CONSULTANTS, 13769 SW 85TH
STREET, MIAMI, (ALTHOUGH BROWN AND PINCUS ARE SUPPOSED
TO HAVE MIAMI ADDRESS, THEY ALSO HAVE MARYLAND TELEPHONE

NUMBER 305-279-1327). THE THRUST OF THE OFFER IS THAT FOR A 20 PERCENT FEE PAYABLE ON DELIVERY, BROWN AND PINCUS, DESCRIBED BY MORA AND OLIVA AS "WELL PLUGGED INTO THE USG", CAN OBTAIN FOR THE GOCR USG LOANS AND GRANTS, VEHICLES, HOSPITALS, PLANES, LAUNCHES, ETC. - ANYTHING BUT WEAPONS.

3. THEIR PRESENTATION APPARENTLY VARIES WITH THE AUDIENCE BUT IN AT LEAST ONE CASE THEY WERE SAID TO BE IN POSITION TO OBTAIN THIS ASSISTANCE ONLY FOR ANTI-COMMUNIST GOVERNMENTS. ALSO, WHILE THEY INITIALLY STATED THAT NO PAYMENT WOULD BE REQUIRED UNTIL EQUIPMENT DELIVERED, MOST RECENT VARIATION WOULD REQUIRE GOOD FAITH DEPOSIT AT TIME OF ORDER. FURTHER VARIATIONS CONCERN EXTENT OF OFFICIAL USG INVOLVEMENT OR SUPPORT. ALLEGEDLY, MORA AND OLIVA VARIOUSLY HAVE IMPLIED THAT BROWN AND PINCUS ARE UNOFFICIAL AGENTS OF USG, THAT THEY HAVE SPECIAL CHANNEL TO USG THROUGH STATE DEPARTMENT OFFICERS, THAT WHILE EQUIPMENT IS OF USG ORIGIN IT IS NOT NECESSARILY PROVIDED WITH KNOWLEDGE OF USG. QUESTION OF COST TO GOCR ALSO HAS VARIED. TO SOME THEY HAVE SAID 20 PERCENT COMMISSION WOULD BE ONLY COST TO GOCR BUT OTHERS HAVE IMPRESSION IT WOULD BE USG COST PLUS 20 PERCENT COMMISSION.

4. MESSRS OLIVA AND MORA ASKED MIN ECON FOR A LETTER OF INVITATION FOR MR SOL H BROWN TO VISIT COSTA RICA TO REVIEW GOCR NEEDS AND CONFIDENTIAL

CONFIDENTIAL

PAGE 03 SAN JO 02401 022334Z POSS DUPE

TO CONFIRM HIS FIRM'S ABILITY TO FULFILL THEM. MINISTER INFORMED THEM THAT HE WOULD ISSUE SUCH LETTER, AND SAID THAT HE WANTED

TO CHECK THEIR AND BROWN AND PINCUS' CREDENTIALS WITH US EMBASSY. MORA AND OLIVA SAID THEY WELCOMED SUCH A CHECK.

5. EMBASSY'S INITIAL RESPONSE TO QUERIES HAS BEEN THAT WE HAVE NO INFORMATION ON INDIVIDUALS OR FIRMS NAMED, THAT IT SOUNDS LIKE A TYPICAL MIAMI-BASED CONFIDENCE SCHEME, AT LEAST IN THE WAY THAT IT HAS BEEN DESCRIBED, BUT THAT WE WOULD QUERY THE DEPARTMENT.

6. AS THE INFORMATION ABOUT WHAT CAN BE OBTAINED FROM USG THROUGH THESE "CONSULTANTS" HAS BEEN AIRED AT CABINET LEVEL, EMBASSY WOULD APPRECIATE RECEIVING SOONEST ANYTHING DEPARTMENT IS ABLE TO PROVIDE FOR PRESENTATION TO GOCR. IT IS IMPORTANT THAT HIGH-LEVEL MEMBERS OF NEW GOVERNMENT, MANY OF WHOM ARE NOVICES TO PUBLIC SERVICE, BE DISABUSED IN MORE AUTHORITATIVE FASHION OF ANY ERRONEOUS NOTIONS OF HOW THE US DOES AND DOES NOT CONDUCT BUSINESS IN SMALL COUNTRIES LIKE COSTA RICA. AT THE MOMENT, AT LEAST ONE OF OUR CONTACTS HAS THE IMPRESSION THAT SEVERAL CABINET MEMBERS BELIEVE THAT MORA AND OLIVA, ET AL ARE "20 PERCENTERS" WHO CAN INFLUENCE USG TO DONATE MATERIAL AND/OR GRANT OR LOAN FUNDS TO

GOCR.
KILDAY

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSULTANTS, SUPPORTING ASSISTANCE PROGRAMS
Control Number: n/a
Copy: SINGLE
Draft Date: 02 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978SANJO02401
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780232-0146
Format: TEL
From: SAN JOSE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197806102/aaaadjqu.tel
Line Count: 118
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ac19777c-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 11 jul 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2143137
Secure: OPEN
Status: NATIVE
Subject: PRIVATE US CONSULTANTS OFFER GOCR US ASSISTANCE
TAGS: PGOV, PINT, EAID, CS, US
To: STATE MEXICO
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/ac19777c-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014